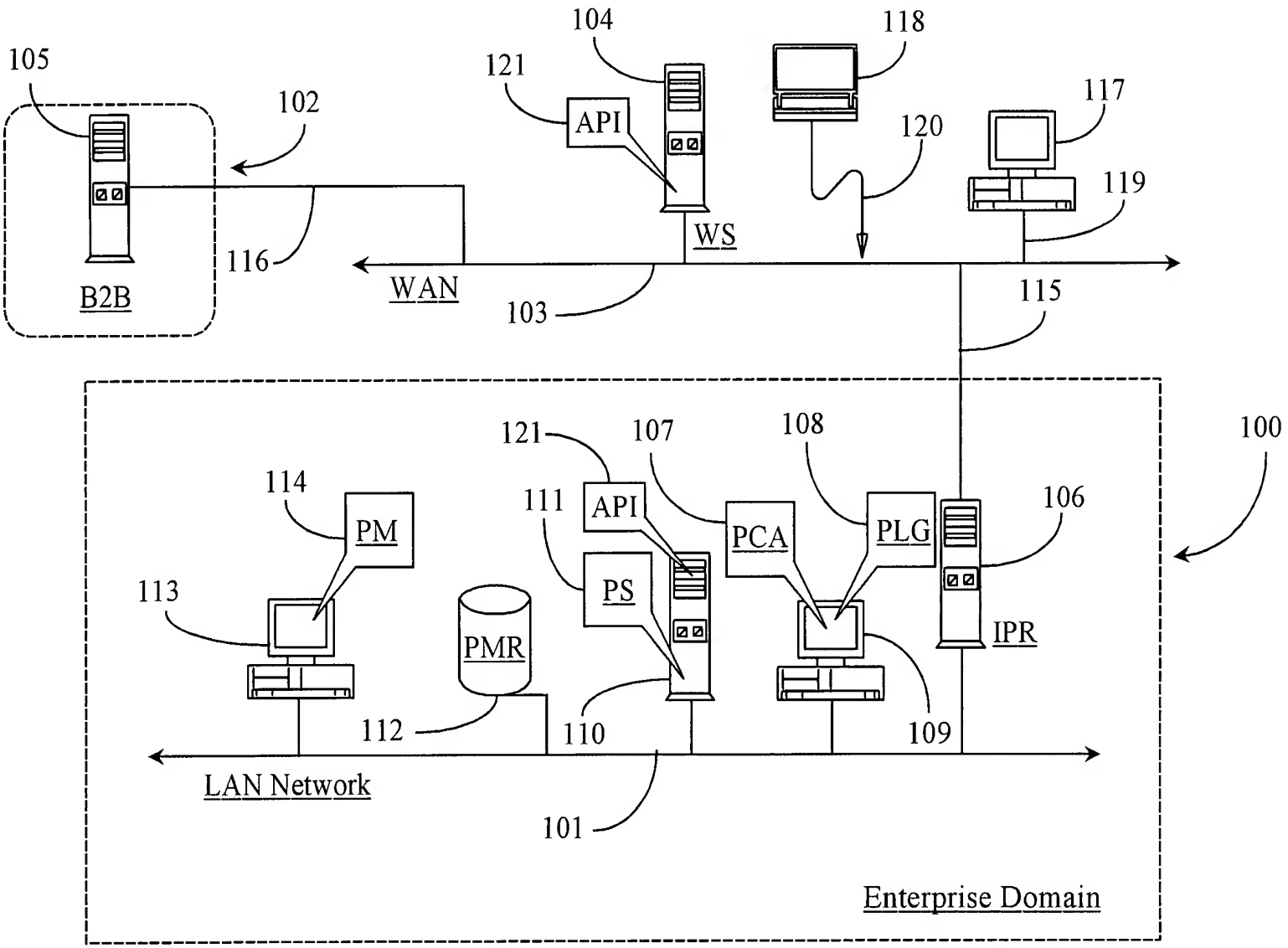
105
102
104
121
API
118
120
117
119
116
WS
B2B
WAN
103
115
100
121
107
108
114
111
API
PCA
PLG
106
PM
PS
113
PMR
IPR
112
110
109
LAN Network
101
Enterprise Domain

Fig. 1

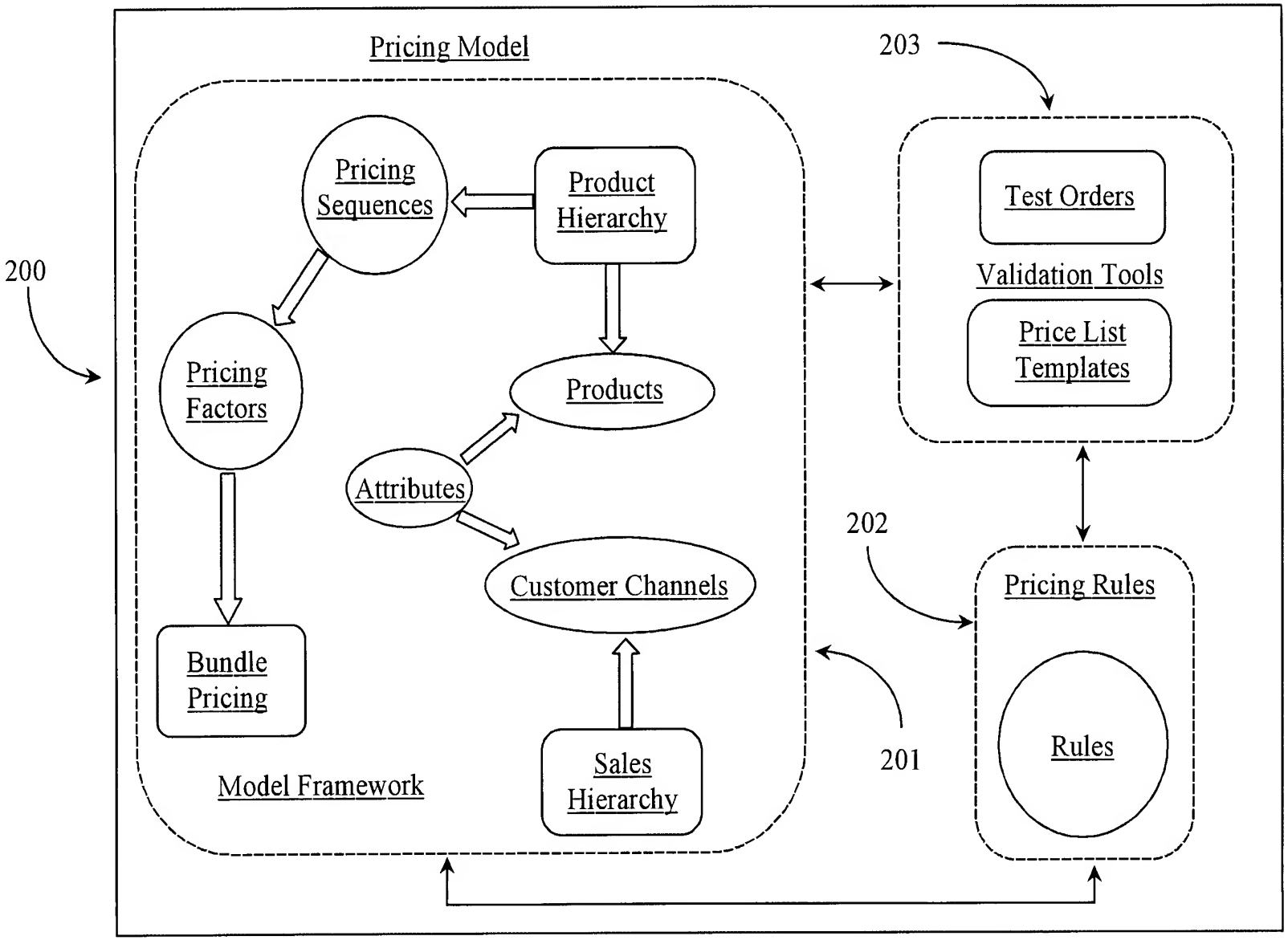
Pricing Model
203
200
Pricing Sequences
Product Hierarchy
Test Orders
Validation Tools
Price List Templates
Pricing Factors
Products
Attributes
202
Customer Channels
Pricing Rules
Bundle Pricing
Rules
201
Sales Hierarchy
Model Framework

Fig. 2

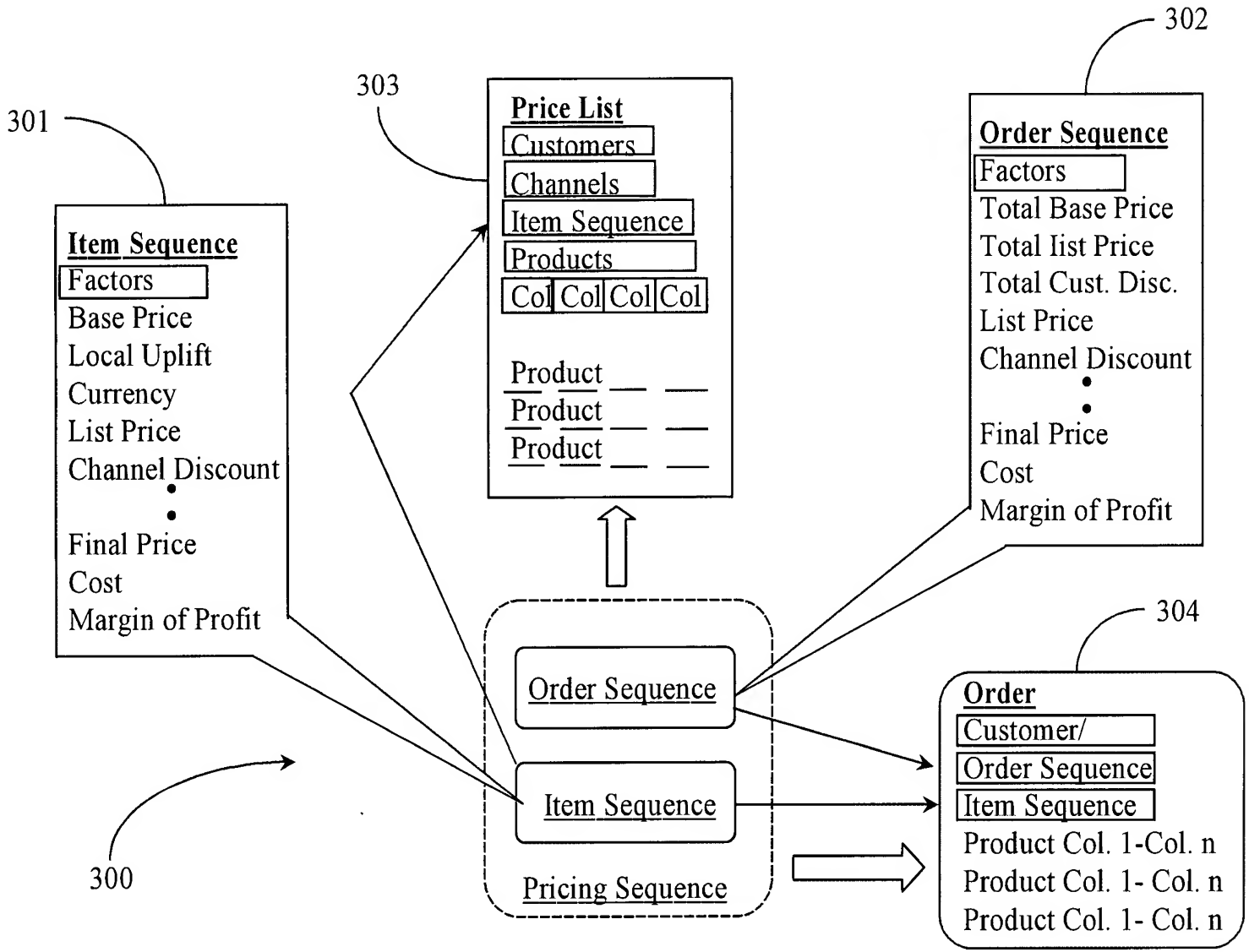
301
303
302
Item Sequence
Factors
Base Price
Local Uplift
Currency
List Price
Channel Discount
Final Price
Cost
Margin of Profit
Price List
Customers
Channels
Item Sequence
Products
Col Col Col Col
Product
Product
Product
Order Sequence
Factors
Total Base Price
Total list Price
Total Cust. Disc.
List Price
Channel Discount
Final Price
Cost
Margin of Profit
304
Order Sequence
Item Sequence
Pricing Sequence
Order
Customer/
Order Sequence
Item Sequence
Product Col. 1-Col. n
Product Col. 1- Col. n
Product Col. 1- Col. n
300

Fig. 3

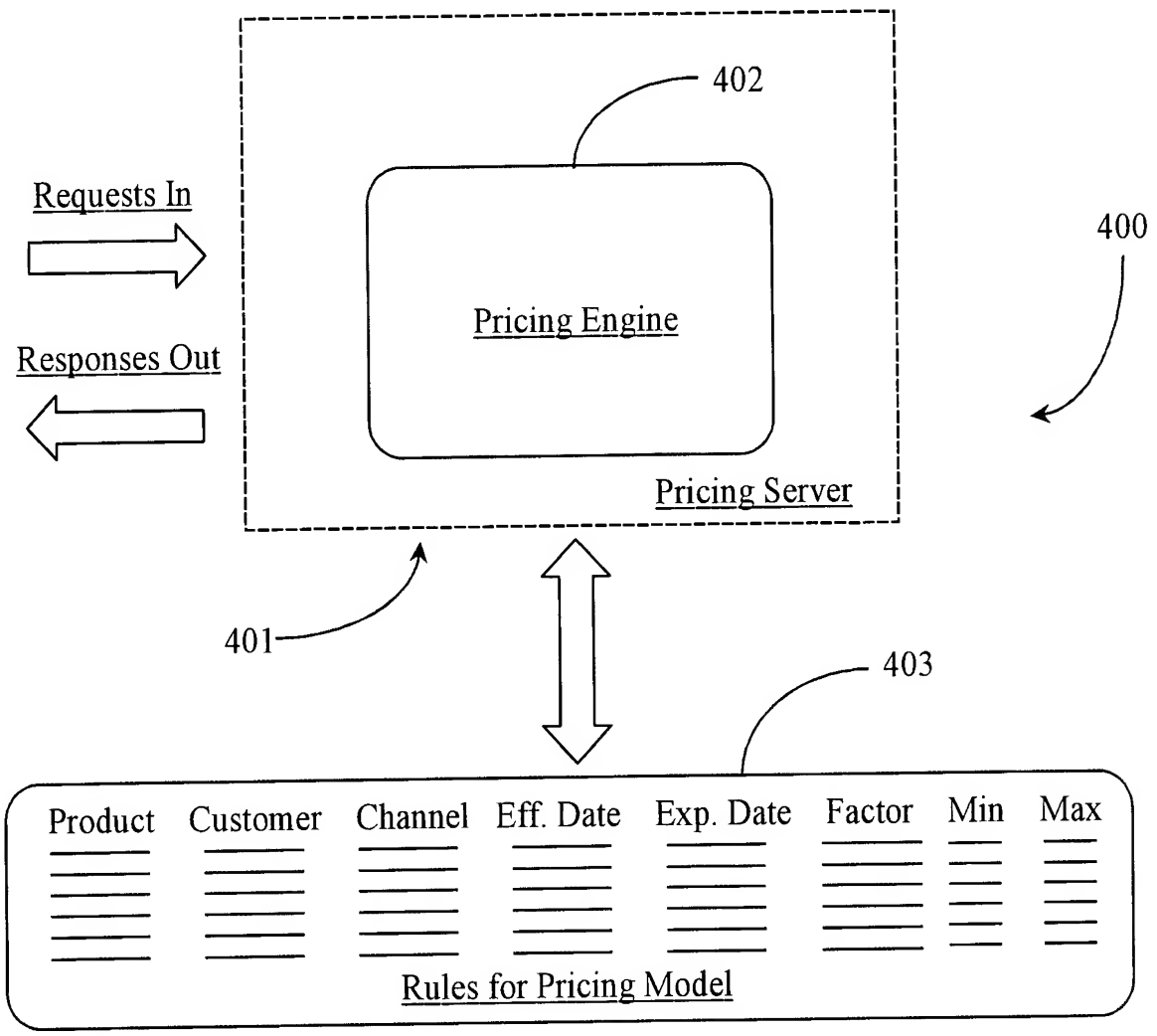
402
Requests In
400
Pricing Engine
Responses Out
Pricing Server
401
403
Product
Customer
Channel
Eff. Date
Exp. Date
Factor
Min
Max
Rules for Pricing Model

Fig. 4

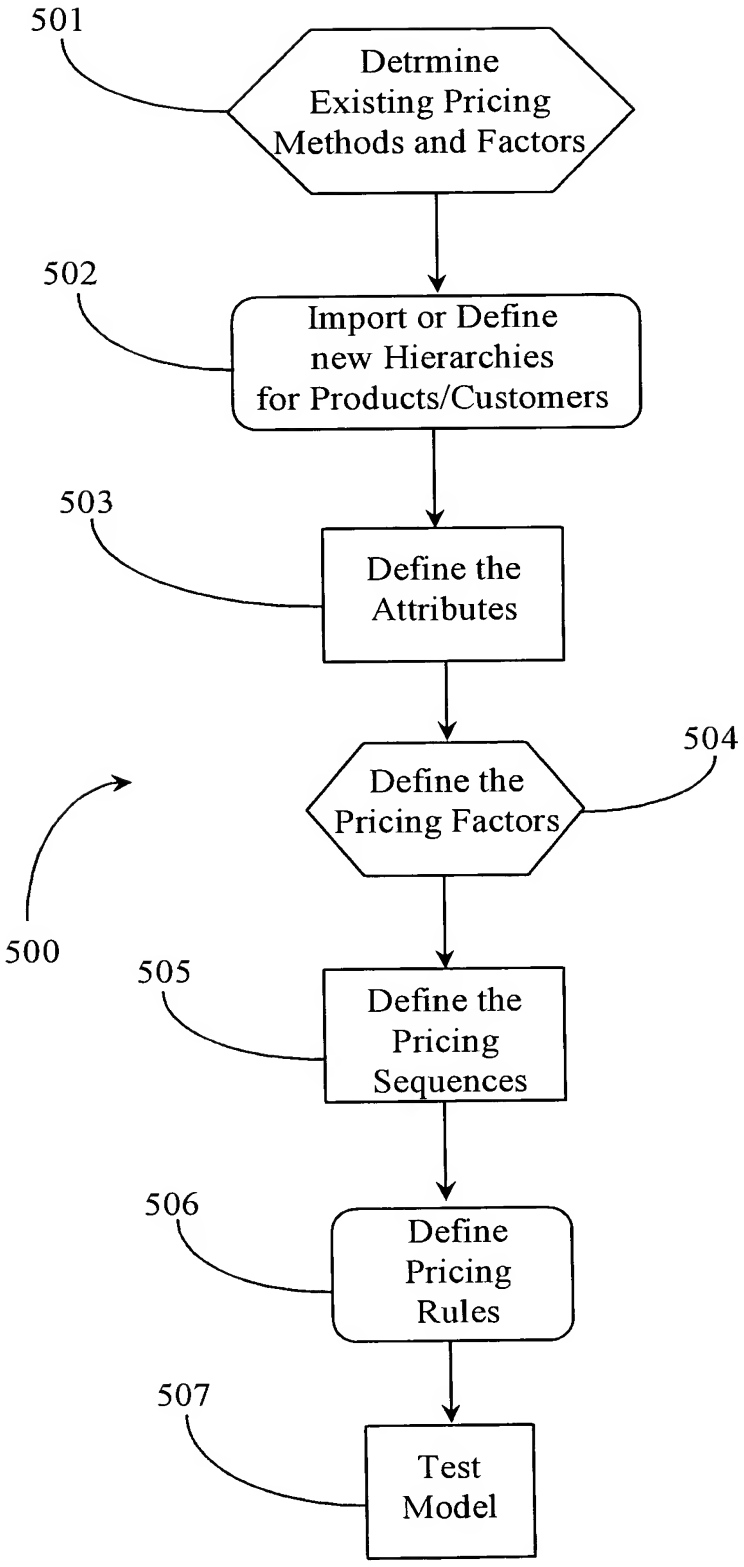
501
Detrmine Existing Pricing Methods and Factors
502
Import or Define new Hierarchies for Products/Customers
503
Define the Attributes
504
Define the Pricing Factors
500
505
Define the Pricing Sequences
506
Define Pricing Rules
507
Test Model

Fig. 5

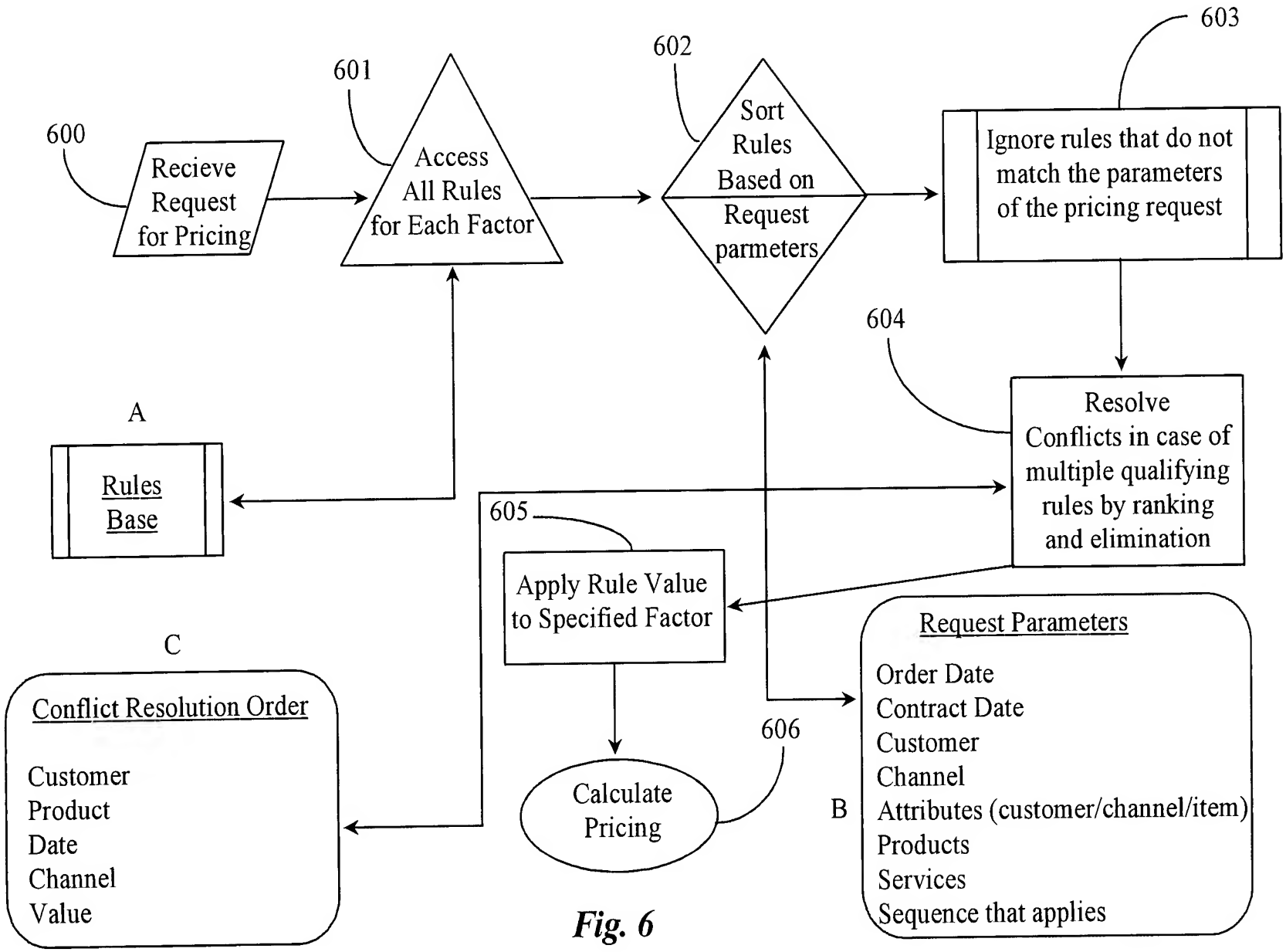
600
Recieve Request for Pricing
601
Access All Rules for Each Factor
602
Sort Rules Based on Request parmeters
603
Ignore rules that do not match the parameters of the pricing request
604
Resolve Conflicts in case of multiple qualifying rules by ranking and elimination
A
Rules Base
605
Apply Rule Value to Specified Factor
606
Calculate Pricing
B
Request Parameters
Order Date
Contract Date
Customer
Channel
Attributes (customer/channel/item)
Products
Services
Sequence that applies
C
Conflict Resolution Order
Customer
Product
Date
Channel
Value

Fig. 6

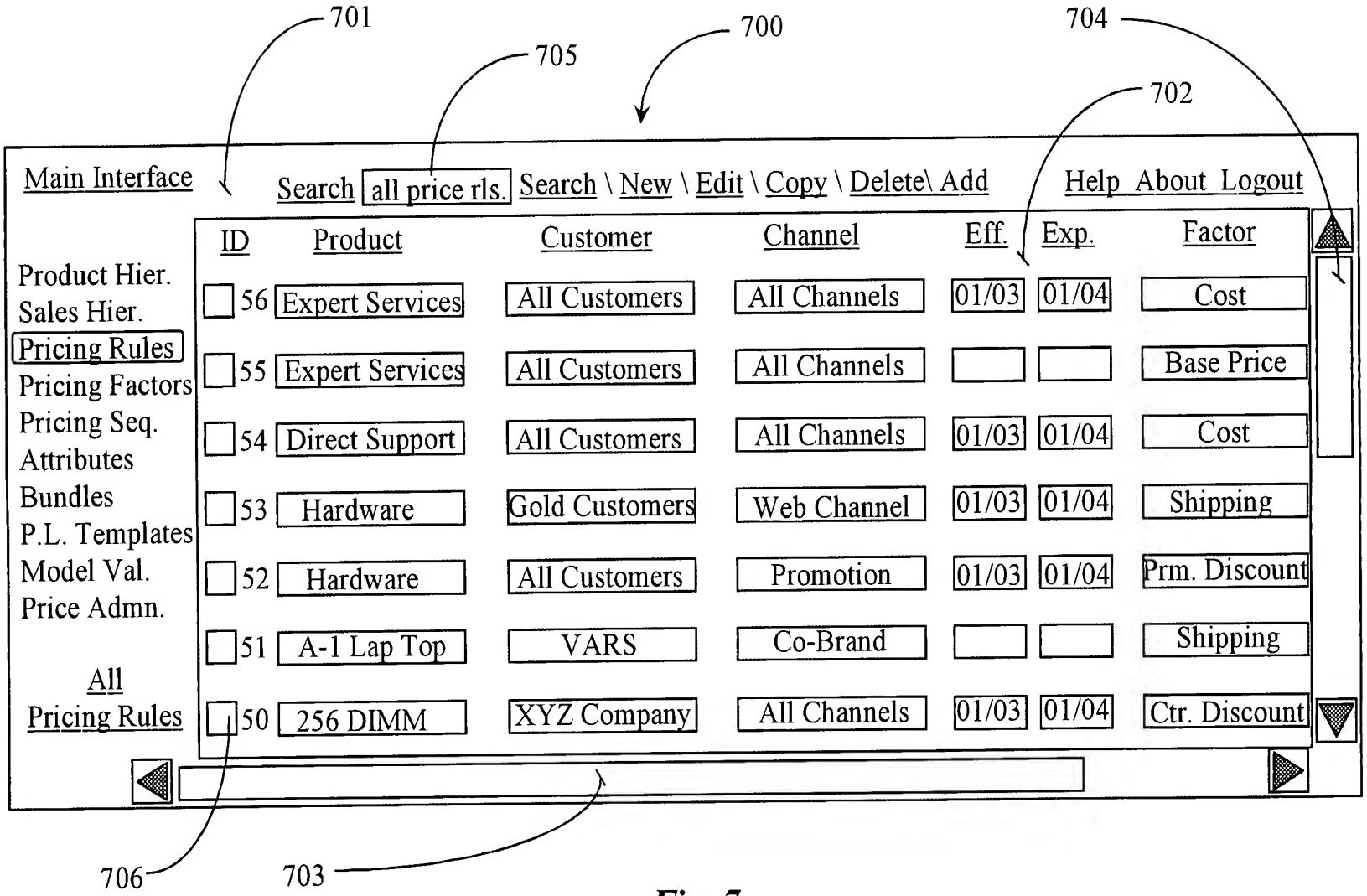
701
705
700
704
702
Main Interface
Search
all price rls.
Search \ New \ Edit \ Copy \ Delete\ Add
Help About Logout
ID
Product
Customer
Channel
Eff.
Exp.
Factor
Product Hier.
Sales Hier.
Pricing Rules
Pricing Factors
Pricing Seq.
Attributes
Bundles
P.L. Templates
Model Val.
Price Admn.
All
Pricing Rules
56 Expert Services All Customers All Channels 01/03 01/04 Cost
55 Expert Services All Customers All Channels Base Price
54 Direct Support All Customers All Channels 01/03 01/04 Cost
53 Hardware Gold Customers Web Channel 01/03 01/04 Shipping
52 Hardware All Customers Promotion 01/03 01/04 Prm. Discount
51 A-1 Lap Top VARS Co-Brand Shipping
50 256 DIMM XYZ Company All Channels 01/03 01/04 Ctr. Discount
706
703

Fig. 7

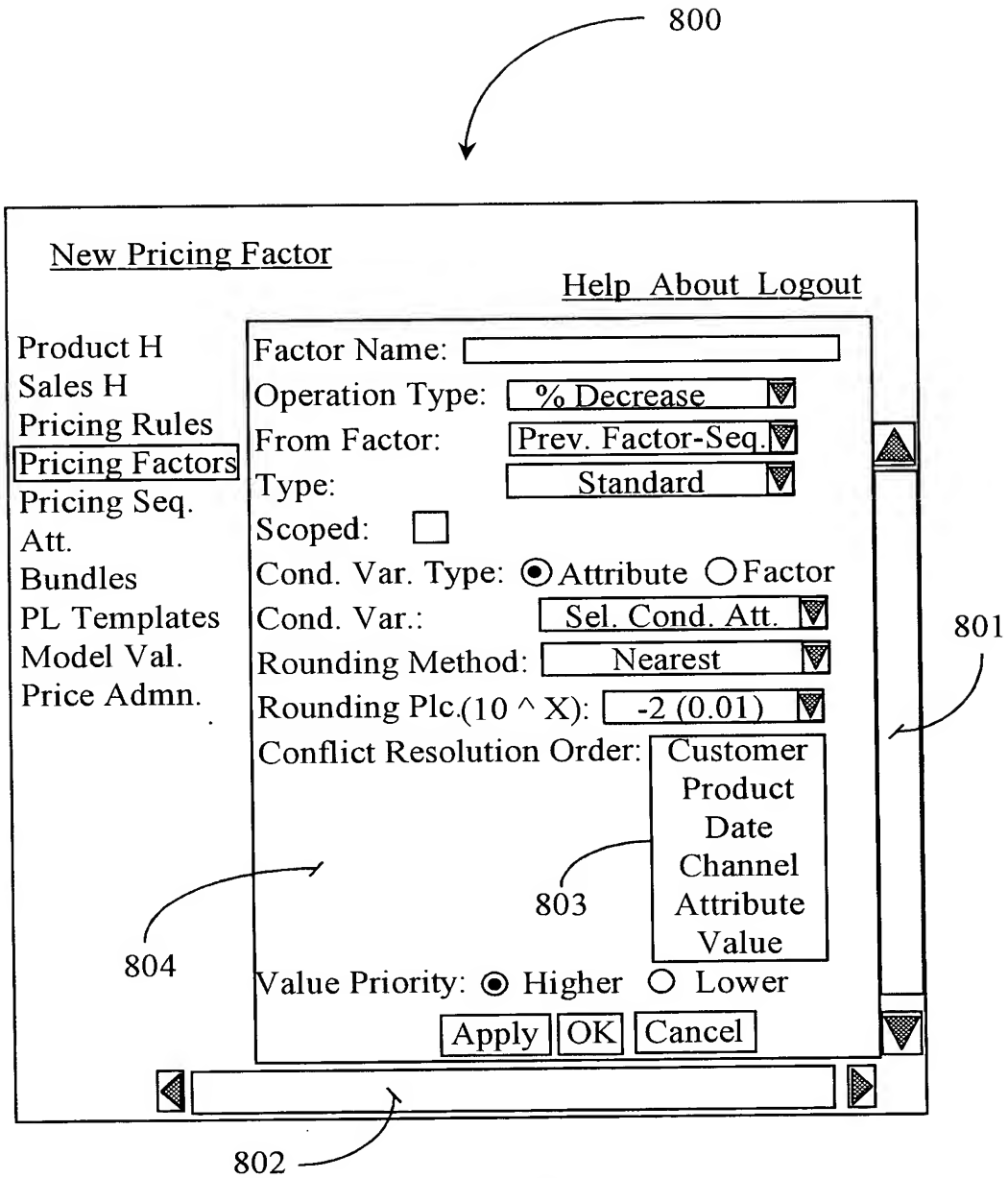
800
New Pricing Factor
Help About Logout
Product H
Sales H
Pricing Rules
Pricing Factors
Pricing Seq.
Att.
Bundles
PL Templates
Model Val.
Price Admn.
Factor Name:
Operation Type: % Decrease
From Factor: Prev. Factor-Seq.
Type: Standard
Scoped:
Cond. Var. Type: Attribute Factor
Cond. Var.: Sel. Cond. Att.
Rounding Method: Nearest
Rounding Plc.(10 ^ X): -2 (0.01)
Conflict Resolution Order:
Customer
Product
Date
Channel
Attribute
Value
803
804
Value Priority: Higher Lower
Apply OK Cancel
801
802

Fig. 8

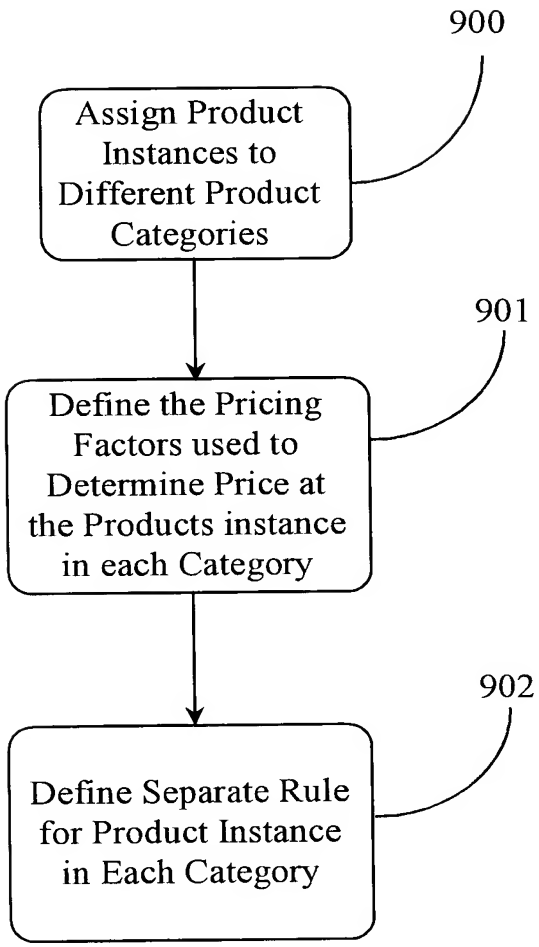
900
Assign Product Instances to Different Product Categories
901
Define the Pricing Factors used to Determine Price at the Products instance in each Category
902
Define Separate Rule for Product Instance in Each Category

Fig. 9

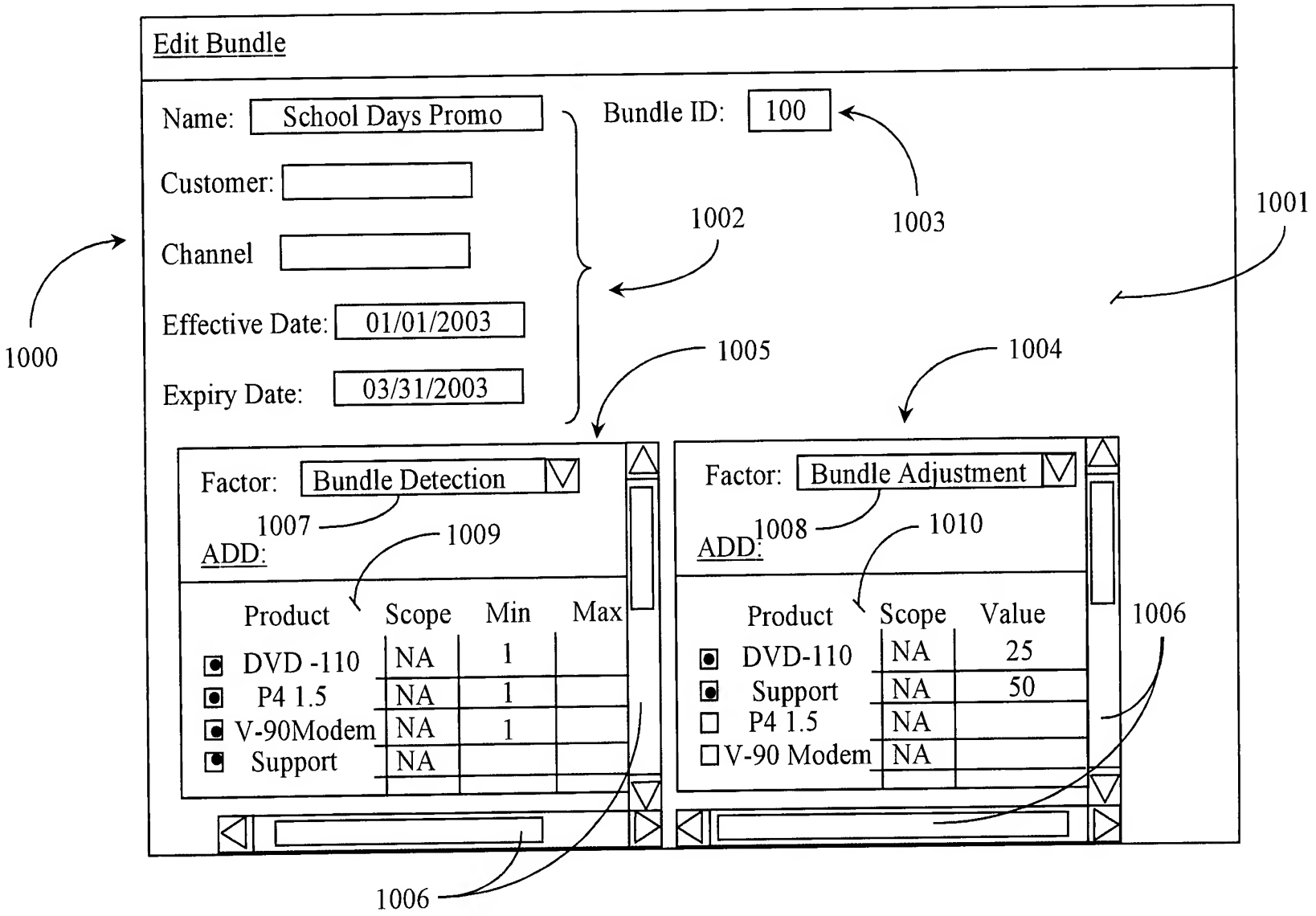
Edit Bundle
Name: School Days Promo
Bundle ID: 100
Customer:
Channel
Effective Date: 01/01/2003
Expiry Date: 03/31/2003
1000
1001
1002
1003
1004
1005
1006
1007
1008
1009
1010
Factor: Bundle Detection
ADD:
Product Scope Min Max
DVD -110 NA 1
P4 1.5 NA 1
V-90Modem NA 1
Support NA
Factor: Bundle Adjustment
ADD:
Product Scope Value
DVD-110 NA 25
Support NA 50
P4 1.5 NA
V-90 Modem NA

Fig. 10.

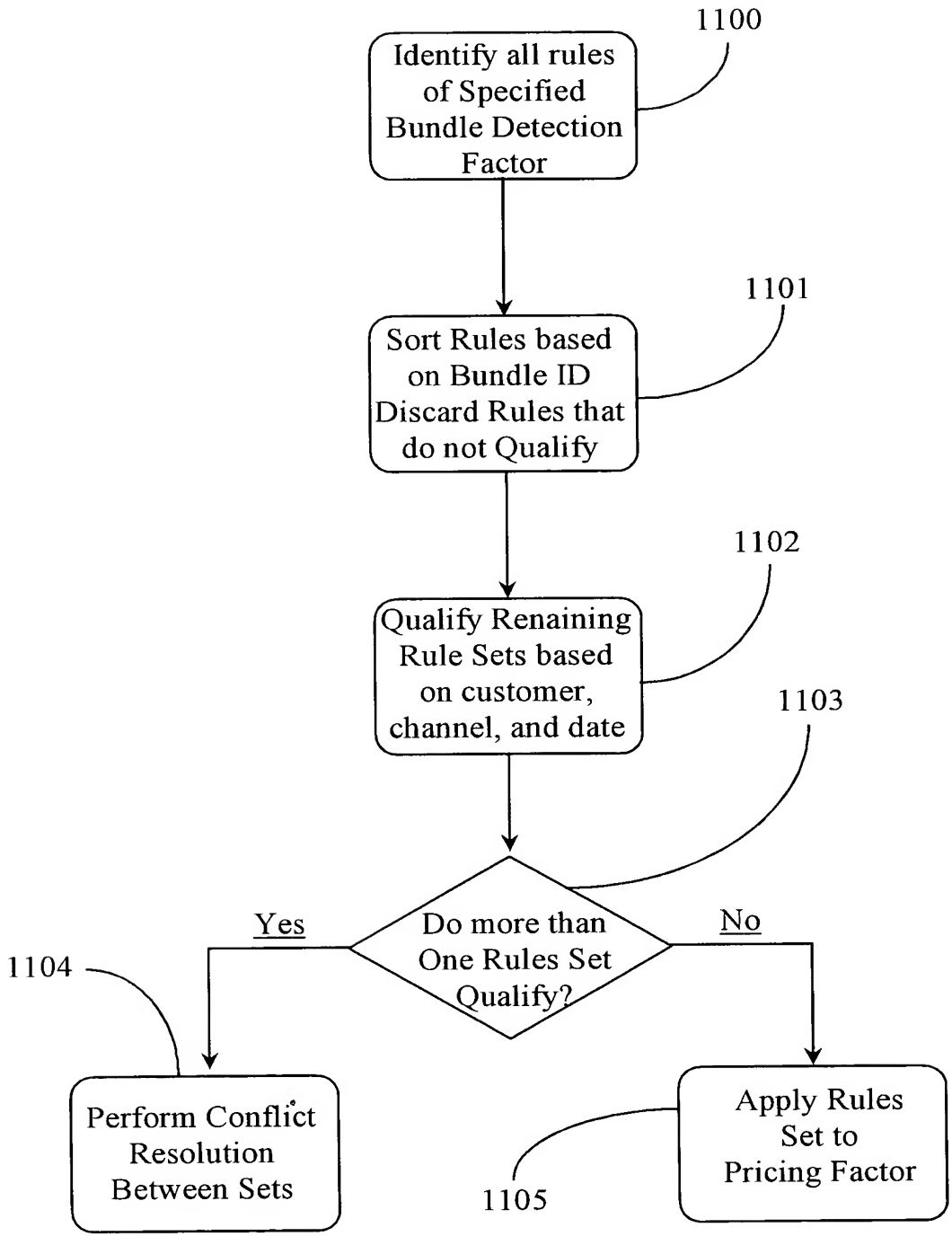
1100
Identify all rules of Specified Bundle Detection Factor
1101
Sort Rules based on Bundle ID Discard Rules that do not Qualify
1102
Qualify Renaining Rule Sets based on customer, channel, and date
1103
Do more than One Rules Set Qualify?
Yes
No
1104
Perform Conflict Resolution Between Sets
1105
Apply Rules Set to Pricing Factor

Fig. 11

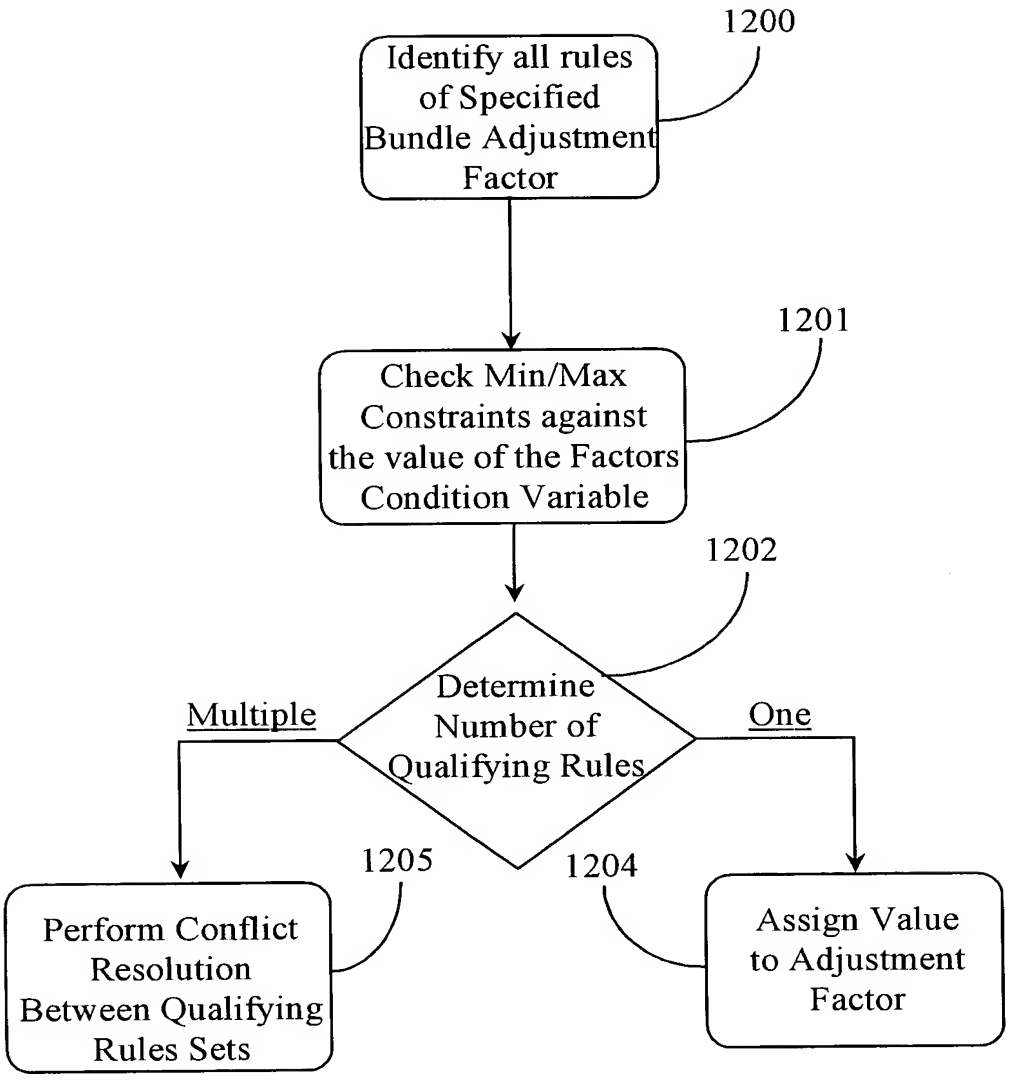
1200
Identify all rules of Specified Bundle Adjustment Factor
1201
Check Min/Max Constraints against the value of the Factors Condition Variable
1202
Determine Number of Qualifying Rules
Multiple
One
1205
Perform Conflict Resolution Between Qualifying Rules Sets
1204
Assign Value to Adjustment Factor

Fig. 12

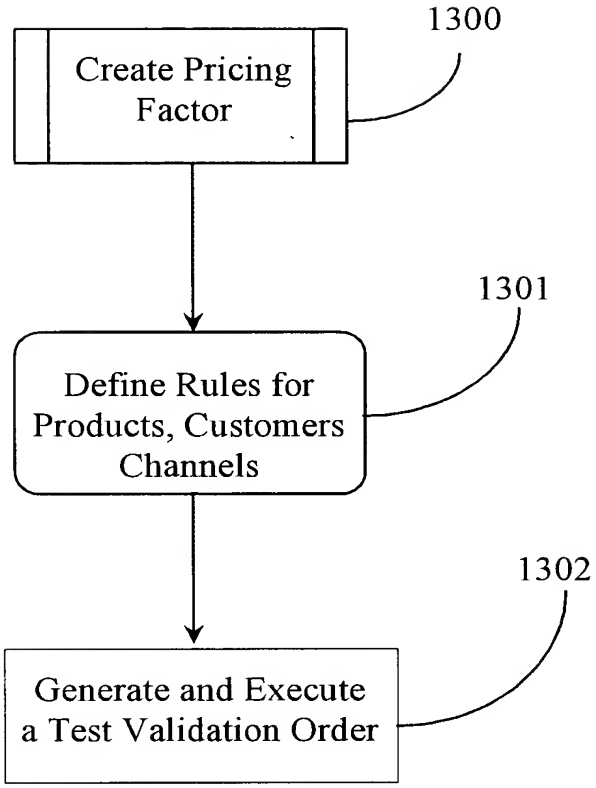
1300
Create Pricing Factor
1301
Define Rules for Products, Customers Channels
1302
Generate and Execute a Test Validation Order

Fig. 13